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**MELCOR**  
DEVELOPMENTS LTD.

**Annual Report 2002**

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University of Alberta  
1-18 Business Building  
Edmonton, Alberta T6G 2R6



Built on the strength of our people for 80 years.





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## Built on the strength of our people for 80 years.

Melcor Developments Ltd. (Melcor) traces its history back to 1923 when Mr. L.T. Melton formed Stanley Investment Company for the sale of real estate. Since then, Melcor has evolved from a real estate brokerage firm with 50 offices in Western Canada to Alberta's Premier Community Developer. These communities serve the needs of families incorporating schools, playgrounds, trail systems and other amenities for residential communities, office buildings and retail stores which provide employment and services and golf courses which provide recreational enjoyment.

The Company's success over the past 80 years is attributable to its dedicated employees who have proudly contributed to Melcor's longevity by adapting to the challenges of changing market conditions.

A significant number of our employees are featured which also includes the number of years with Melcor and the number of years of industry experience.

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### Melcor Developments Ltd. is primarily engaged in the following activities:

- the acquisition, planning, and development of urban communities and the subsequent marketing and sale of single family, multiple family and commercial / industrial lots in Alberta in the metropolitan areas of Calgary, Edmonton, Lethbridge and Red Deer and in Arizona;
- the development of income producing properties in Alberta;
- the ownership and management of income producing properties in Western Canada; and
- the ownership and management of two championship golf courses in the Edmonton area.

### Notice of Annual Meeting

The annual meeting of Shareholders will be held at The Fairmont Hotel Macdonald, Wedgwood Room, 10065-100 Street, Edmonton, Alberta, Canada on the 25th day of April, 2003, at 11:00 a.m. MDT.



1 Timothy C. Melton  
Executive Chairman  
34 years of service  
Director

2 Ralph B. Young  
President & Chief  
Executive Officer  
32 years of service  
Director

3 W. Garry Holmes  
Director

4 Andrew J. Melton  
Director

5 Lou D. Hyndman  
Director

6 William D. Grace  
Director





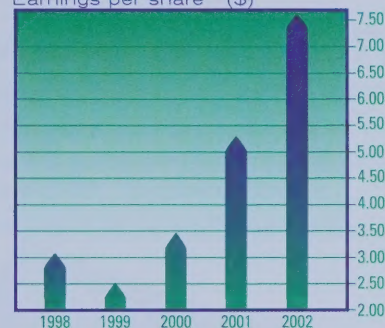
## Financial Highlights

(\$)	2002	2001
Revenue	<b>110,565,000</b>	82,607,000
Earnings	<b>23,089,000</b>	15,971,000
Cash flow from operations before working capital changes	<b>25,053,000</b>	17,437,000
Assets	<b>231,795,000</b>	177,218,000
Shareholders' equity	<b>126,511,000</b>	106,718,000

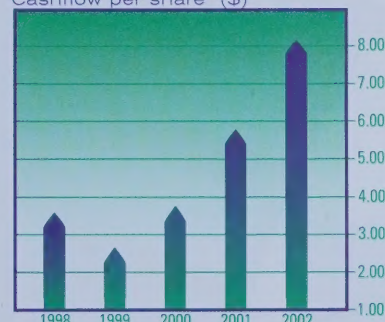
### Per Common Share

Basic earnings	<b>7.58</b>	5.26
Diluted earnings	<b>7.41</b>	5.21
Cash flow from operations before working capital changes	<b>8.22</b>	5.74
Book value per share	<b>41.45</b>	35.04
Dividends paid	<b>1.00</b>	0.90

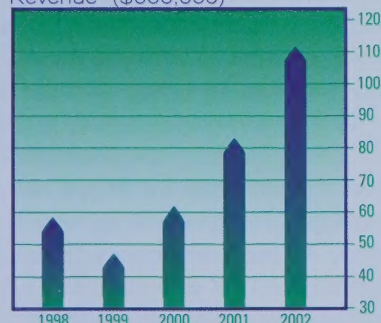
Earnings per share (\$)



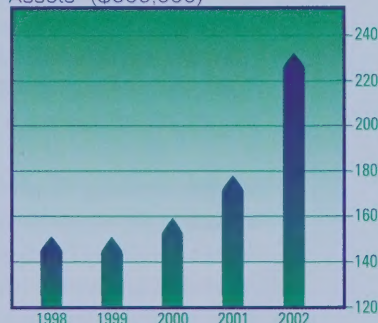
Cashflow per share (\$)



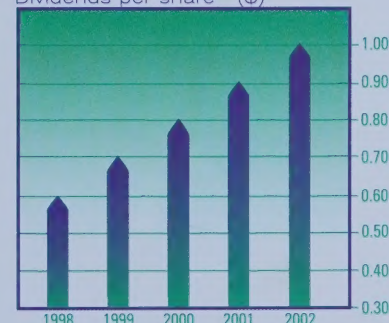
Revenue (\$000,000)



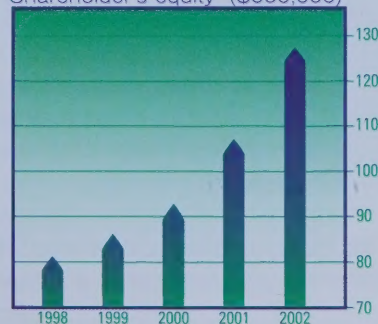
Assets (\$000,000)



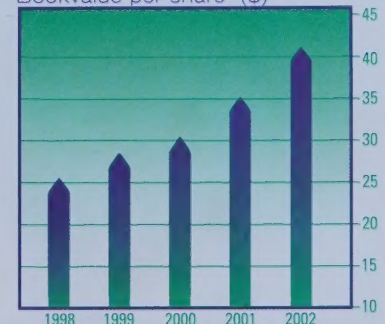
Dividends per share (\$)



Shareholder's equity (\$000,000)



Bookvalue per share (\$)







## Report to Shareholders

On behalf of the Board of Directors, we are pleased to report that 2002 was an exceptional year for the Company. Net earnings for the year were up 44% to a record high of \$23,089,000 or \$7.58 per share compared to \$15,971,000 or \$5.26 per share in 2001. Cash flow from operations was up 45% at \$8.34 per share compared to \$5.74 per share in the prior year.

Shareholders were advised that a strong fourth quarter would produce another record year. In fact, the fourth quarter produced revenue of \$38,279,000 and earnings per share of \$3.07, which were the highest quarterly earnings in the Company's history.

The Community Development Division recorded sales of \$101,422,000 in 2002 versus \$73,778,000 in the prior year. Sales revenues included the sale of 1,821 residential lots and 32 acres of commercial and multi-family sites. Residential lot sales were strong in all of the Company's subdivisions with the Edmonton and Red Deer regions recording the greatest increases in activity. Twenty-eight new phases of development were brought to market in the Company's established communities where our committed builder customers acquired lots to meet strong demand from house buyers.

It is an objective of the Company to ensure that adequate replacement lands are acquired to replenish land inventories needed for future development and to sustain earnings. In this regard, the past year was an active one with the acquisition of 597 acres in the Calgary region, 285 acres in Edmonton, 160 acres in Red Deer, 50 acres in Lethbridge and 119 acres in Kelowna.

There has been a significant increase in capital assets over the past year that relate to the acquisition and development of commercial properties in the Company's Investment Property Division. The size of the Division's portfolio of income producing properties has increased to 741,604 square feet of rentable space. The majority of these are office properties located in the Edmonton market. Based on the trend of higher occupancy and lease rates, prospects for increased contribution from this Division appear promising.

The Property Development Division completed the construction of a 68,000 square foot retail and office project in northwest Calgary. This property, referred to as Crowfoot Business Centre, is the new home of Melcor's Calgary operation and is 95% leased.

The Watergrove Manufactured Home Community, located in Calgary and comprising 308 units, continues to operate at capacity and provides steadily increasing earnings.





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The Lewis Estates and The Links at Spruce Grove golf courses also continue to operate satisfactorily and have continued to increase their contributions to earnings.

Shareholders received dividends totaling \$1.00 per share in 2002 compared with \$.90 per share in 2001. The Board of Directors believes it is important to provide reasonable dividends to shareholders, and at the same time, ensure the Company has adequate finances for Company operations and acquisitions.

Mr. Bob Stollery, who has served as Director since 1994, will be retiring from our Board. Mr. Stollery has made an outstanding contribution to the Company as a Director over the past 9 years and his expertise, support and guidance were greatly appreciated. We extend to him our thanks and best wishes for continued happiness and success.

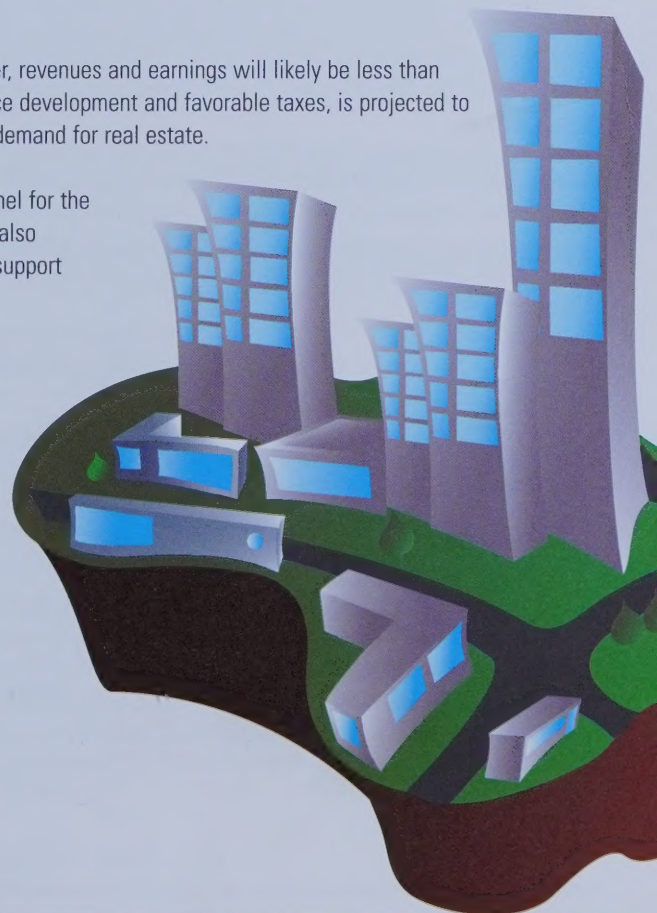
This year, 2003, marks the 80th Anniversary of the Company operations. In the Report to Shareholders it is our desire to recognize the valued contributions made by the Company's personnel over the years. We have often stated that the success the Company has enjoyed is attributable to our committed, capable and loyal employees. This acknowledgement is particularly applicable to Melcor's current team who have delivered two successive years of record earnings. We also recognize the important leadership role of the Board of Directors.

The outlook for the Company in 2003 continues to be positive, however, revenues and earnings will likely be less than the extraordinary 2002 levels. The Alberta economy, fuelled by resource development and favorable taxes, is projected to be strong. These factors together with low interest rates will sustain demand for real estate.

The Directors join with us in expressing our appreciation to all personnel for the excellent job they have done in contributing to Company success. We also extend our thanks to our customers and business associates for their support and confidence.

T.C. Melton  
February 24, 2003

R.B. Young  
February 24, 2003



19 Jori Soetaert  
Accounting Assistant-  
Receivables  
6 years of service  
8 industry experience

20 Carrie Hodder  
Accounting Assistant-  
Payables  
2 years of service  
18 industry experience

21 Bob Millar  
Systems Administrator  
2 years of service  
3 industry experience

22 Tammy Winnick  
Administrator, Conveyancing  
5 years of service  
15 industry experience

23 Laura Van Driel  
Conveyancing Assistant  
5 years of service  
5 industry experience

24 Vosh Manuel  
Office Assistant  
4 years of service  
4 industry experience

25 Randy Sieben  
Vice-President &  
Regional Manager  
11 years of service  
17 industry experience







# Management's Discussion and Analysis

## CORPORATE OVERVIEW

Melcor Developments Ltd. "Melcor", which traces its history back to 1923, has been a public company since 1968. It operates in Alberta in the metropolitan areas of Calgary, Edmonton, Lethbridge and Red Deer and in Arizona. Its diversified operations include:

- the acquisition of raw land, which is held for future development until market conditions warrant the planning, servicing and marketing of urban communities which is then sold in the form of single family, multiple family and commercial / industrial lots;
- the development of income producing properties in Alberta;
- the ownership, development and management of commercial property in Western Canada including a manufactured home community in Calgary; and
- the ownership and management of two championship golf courses in the Edmonton area.

## REVIEW OF OPERATING RESULTS

Net earnings for the year were \$23,089,000 compared to prior year earnings of \$15,971,000. Basic earnings per share at December 31, 2002 were \$7.58, a 44% increase over 2001 earnings per share of \$5.26. This represents the highest earnings per share for the Company in its history as a public company. Fourth quarter basic earnings of \$3.07 per share was also a record high. Cash flow from operations before working capital changes was \$8.34 per share (2001 - \$5.74).

The increase in revenue and net earnings was the result of an increase in land sales. Single-family housing starts in the municipalities in Alberta where Melcor operates increased by 51% during the current year over the prior year.

## COMMUNITY DEVELOPMENT

The Community Development Division is responsible for the acquisition, planning, development and marketing of urban communities. Although the division predominantly develops mixed-use residential communities, it also develops large-scale commercial and industrial centers in the Edmonton and Calgary regions. Residential lots and parcels are marketed through selected homebuilders that purchase sites through agreements payable that are usually due within one year of sale.

## Sales Activity

Total sales for the division were \$101,422,000 in 2002 versus \$73,778,000 in the prior year. During the year, twenty-eight subdivisions were developed in seventeen communities. The number of residential lots sold in 2002 increased by 50% over 2001 sales. All Canadian regions saw an increase in the number of lots sold (as set out in the following table).

### Residential lot sale history (including joint ventures at 100%)

	2002	2001	2000	1999	1998
Edmonton	775	437	348	260	384
Red Deer	455	268	123	162	209
Calgary	504	459	421	310	379
Lethbridge	87	48	64	74	44
Arizona	—	2	3	7	1
	1,821	1,214	959	813	1,017

### Residential lot inventory (including joint ventures at 100%)

	2002	2001
At beginning of the year	859	1,012
New developments	1,575	1,061
Sales	(1,821)	(1,214)
At end of the year	613	859

### Multi-family and commercial sales (including prorata joint venture interests and intersegment transactions)

	Multi-family and Commercial		Sale of Non-Strategic
	Acres	Sales (\$)	Lands (Acres)
2002	32	8,937,000	17
2001	44	16,653,000	152
2000	33	9,719,000	3
1999	33	7,341,000	29
1998	26	8,845,000	—





## Land inventory (in acres)

	2002	2001
At beginning of the year	4,290	4,403
Purchases	1,201	259
Sales	(17)	(152)
Developed	(277)	(220)
At end of the year	5,197	4,290

## Land Acquisitions

The acquisition of land for future development is based upon our anticipation of market demand and development potential primarily within five years. Land purchases during the year were:

597	Acres in Calgary Region (including 88 acres of option lands)
285	Acres in Edmonton Region
160	Acres in Red Deer Region
50	Acres in Lethbridge Region
119	Acres in Kelowna Region

At December 31, 2002, the Company had paid for 404 acres of land with closing in early 2003. These purchases did close subsequent to year end except for 165 acres in Calgary which will be finalized during the first half of 2003. These acres are included in the acquisition numbers above.

## Risk Factors

Residential lot sales are influenced by the demand for new housing which is impacted by interest rates, growth in employment, immigration, new family units and the size of these units. Our ability to bring new communities to the market is impacted by municipal regulatory requirements and environmental considerations which affect the planning, subdivision and use of land. The lengthy planning and approval process can take up to eighteen months. During this period, the market conditions in general and / or the market for lots in the size and price range in our developments, may change dramatically. Management must manage its assets to ensure that it has adequate future lands to develop by balancing it's inventory of long, medium and short term lands against the cost of acquiring and holding these lands.

### Management attempts to mitigate these risks by:

- developing in the vicinity of major population and employment centres in Alberta where we have developed land for decades;
- making the acquisition of land for future development a priority;
- marketing lots in various sizes and price ranges in all regions in which we carry on development programs;
- monitoring market conditions by maintaining close contacts with our customers, industry associations and forecasting agencies;
- managing and participating in Joint Ventures;
- contracting professional consultants as required rather than having them on staff; and
- practicing a strong environmental program to minimize risk on acquisitions and development.

## PROPERTY DEVELOPMENT

During 2001, the Company became active in property development whereby sites are acquired from other divisions at fair market value with the goal of creating additional value by developing the sites into revenue producing properties. Once completed (75% leased) they are transferred to the Investment Property Division which will hold and manage the asset.

The current year activities included the completion of Crowfoot Business Centre in Calgary which is 95% leased at December 31, 2002 (including occupancies to February 2003). This asset was transferred to the Investment Property Division on November 1, 2002.

The division is in the planning phase for the development of sites in Spruce Grove, Leduc, Calgary and Chestermere. The Company expects to commence development in Leduc by the third quarter of 2003.

## Risk Factors

This division is subject to risks that would normally be associated with the construction industry combined with the normal leasing risks that the Company faces in the Investment Property Division. The Company has to manage the overall costs of the project, the quality of the construction and the suitability of the project in relation to the needs of the tenants who will occupy the completed building. The Company is also subject to additional holding costs if the asset is not leased out on a timely basis.

### Management attempts to mitigate these risks by:

- hiring professional consulting firms to aid in the planning and design of the project;
- developing in the vicinity of major population and employment centres where the Company conducts business and owns similar assets;

**32** Terry Jensen  
Administrative Assistant  
20 years of service  
24 industry experience

**33** Darin Rayburn  
Senior Divisional Manager  
1 years of service  
12 industry experience

**34** Cindy Harris  
Senior Property Manager  
2 years of service  
15 industry experience

**35** Pat Melton  
Leasing Manager  
3 years of service  
5 industry experience

**36** Emma Pears  
Senior Administrative Assistant  
23 years of service  
28 industry experience

**37** Jodie Vella Gregory  
Assistant  
1 years of service  
1 industry experience

**38** Mike Dziekan  
Building Operator  
13 years of service  
13 industry experience







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- using professional consultants and realtors to market the new projects;
- contracting reputable construction companies;
- analysing market conditions and evaluating potential customers; and
- constantly monitoring leasing activity and construction progress.

## INVESTMENT PROPERTY

The Company owns and manages a portfolio of 18 commercial properties and a 308-unit manufactured home community. See page 21 of this annual report for a detailed listing of investment properties. Divisional earnings were:

\$	2002	2001
Rental and other operations	980,000	714,000
Loss on sale of undeveloped site	—	(504,000)
Gain on sale of building	991,000	—
Total divisional earnings	1,971,000	210,000

The increase in earnings from rental operations is due to the expansion of the portfolio and improving market conditions. The program to perform some major repairs and renovations to several properties in the portfolio continued during 2002 and is expected to be ongoing through to the end of 2003.

During the year the Company sold a 64,173 square foot multi-use building and recorded a gain of \$991,000.

The Company also had the following purchases in Edmonton:

- suburban warehouse known as "The Glentel Building" (15,968 square feet) adjacent to the Company's Westgate Business Park (acquired July 1, 2002);
- parking lot (7,500 square feet) one block north of the Company's existing 104 Street parking lot (acquired November 1, 2002); and
- suburban office building known as "The Associated Centre" (78,435 square feet) located in northwest Edmonton on St. Albert Trail (acquired December 31, 2002).

## Property Summary (in square feet / including Joint Ventures at 100%)

	2002	2001
Office and multi-use	553,288	495,686
Retail	188,316	147,220
	741,604	642,906

## OPERATING RESULTS

The Company has been striving to achieve improvement in the return on investment of those assets controlled by this Division. This is being achieved by:

- increasing the leverage of its assets;
- adding quality assets to the portfolio; and
- investing in/upgrading its existing assets so as to achieve increased occupancy and rental rates.

The Division is beginning to achieve improved results as a result of actions taken over the last three years. The analysis below shows that current year revenue, earnings and returns were at their highest levels over the past 5 years.

Earnings History (\$000's)	2002	2001	2000	1999	1998
Rental revenue	7,651	6,218	4,877	4,123	3,955
Operating expenses	(4,702)	(3,834)	(2,854)	(2,065)	(1,722)
	(2,949)	(2,384)	(2,023)	(2,058)	(2,233)
Interest expense	(1,219)	(1,017)	(1,014)	(1,077)	(1,139)
Depreciation	(549)	(475)	(390)	(489)	(411)
Administrative expenses	(201)	(178)	(460)	(161)	(218)
Earnings from operations	980	714	159	331	906
Gain on sale of buildings	991	—	464	—	—
Gain/(loss) on land sale	—	(504)	—	—	441
Net earnings	1,971	210	623	331	906

39 Lanny Blech  
Building Operator  
3 years of service  
15 industry experience

40 Claire Dettwiler  
Building Operator  
2 years of service  
2 industry experience

41 Bill Froehlich  
Building Operator  
30 years of service  
56 industry experience

42 Shannon Kinnear  
Building Operator  
2 years of service  
3 industry experience

43 Patricia Luke  
Building Operator  
14 years of service  
14 industry experience

44 Ben Williams  
Building Operator  
2 years of service  
5 industry experience





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**Investment History (\$000's)**

	2002	2001	2000	1999	1998
Net book value (Note 4)	<b>39,624</b>	34,283	22,065	20,725	20,503
Financing on commercial properties	<b>29,280</b>	15,539	11,346	13,659	12,411
Net investment in commercial properties	<b>10,344</b>	18,744	10,719	7,066	8,092
Return on investment from operations	<b>9.5%</b>	3.8%	1.5%	4.7%	5.7%
Total return on net investment	<b>19.1%</b>	1.1%	5.8%	4.7%	11.2%
% assets financed	<b>73.9%</b>	45.3%	51.4%	65.9%	60.5%

The above are at December 31 and are not adjusted for the acquisitions/disposals of assets or the financing/repayment of debt made at various times through the year.

The occupancy rate for buildings was 83% in 2002 (2001 – 85%). Management believes that the occupancy rate for 2003 will increase over the 2002 rate.

**Leases maturing (in square feet)**

	2003	2004	2005	2006	2007
Office and Multi-use	126,373	47,240	68,411	54,120	113,448
Retail	40,710	12,771	14,089	12,357	45,256
	<b>167,083</b>	<b>60,011</b>	<b>82,500</b>	<b>66,477</b>	<b>158,704</b>

**Risk Factors**

The Investment Property Division is subject to the market conditions in the geographic areas where it owns properties. As these market conditions improve, the ability to achieve higher occupancy rates also improves. These market conditions are influenced by outside factors such as government policies, demographics and employment patterns, the affordability of rental properties, competitive leasing rates and long-term interest and inflation rates.

**Management attempts to mitigate these risks by:**

- owning properties in the vicinity of major population and employment centres, (normally in areas where we also develop land for resale);
- diversifying the type of investment properties we own;
- managing and participating in Joint Ventures;
- purchasing properties that have low capital costs, thereby allowing the Division to obtain a reasonable return even in a competitive market;
- obtaining long-term, fixed-rate financing when the features of the specific property meet those conditions; and
- managing our buildings so as to have competitive operating costs.

**RECREATION PROPERTIES**

The Company manages two 18-hole golf courses, The Links at Spruce Grove and Lewis Estates Golf Course. Both golf courses had successful years. Consolidated revenue increased by 7.7% and earnings increased by 14.0%.

Capital investment in the golf courses is \$2,788,000.

**Risk Factors**

Golf course results are subject to weather, number of playing days, competition from other courses, the amount of disposable income available to customers to spend on recreational activity, popularity of the sport and the cost of providing desirable playing conditions of the course.

**Management attempts to mitigate these risks by:**

- owning golf courses near high population areas;
- keeping green fees competitive, yet charging adequately to maintain a high standard of course conditions;
- servicing the company golf tournament business, which increases the number of sold out days and provides revenue on marginal weather days;
- building good practice facilities at the courses and by providing excellent professional golf instructions at the course; and
- practicing efficient, courteous and professional customer relations to encourage patrons to return.





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## ASSETS

The net book value of the Company's assets was \$231,795,000 at the end of 2002, compared to \$177,218,000 at the end of 2001. The major changes in assets are as follows (with note references to the consolidated financial statements):

- Agreements receivable (Note 2) are the balances due from the sale of developed land. The increase in agreements receivable of \$13,390,000 (2002 - \$57,094,000 versus 2001 - \$43,704,000) is primarily a reflection of increased land sales during the year.
- Land is classified as land under development at the time that plan registration has been completed. In 2002, the Company developed twenty-eight new residential subdivisions with 1,575 lots compared with twenty-five new subdivisions with 1,016 lots in 2001. The decrease in land under development of \$3,419,000 (2002 - \$32,139,000 versus 2001 - \$35,558,000) is a reflection of the single lot inventory which decreased from 859 lots at December 31, 2001 to 613 lots at December 31, 2002. During the same period, the inventory of multi-family/commercial sites increased from 55 acres to 68 acres.
- Land held for future development (Note 3) is an aggregate of raw land which, in some cases, may be several years from development, and unregistered projects and their related predevelopment costs. Predevelopment costs include, but are not limited to, regulatory approvals, planning, engineering and infrastructure servicing. The latter can be significant in instances where utilities or roadways must be constructed over expanses of raw land in order to bring services or access to subdivisions that are being fully developed. Land held for future development increased by \$31,668,000 due to land acquisitions of \$34,230,000, which were offset by transfers to land under development of \$11,903,000 in land and a net increase of predevelopment costs of \$7,852,000.
- Capital assets (Note 4) includes the assets of the Investment Property Division (18 commercial properties and a manufactured home community), the assets of the Property Development Division (properties under development), the assets of the Recreation Property Division (two golf courses in the Edmonton area) and the sundry capital assets of the other divisions. During the year, capital assets increased by \$5,202,000 due primarily to the acquisition of three properties in Edmonton and construction costs relating to Crowfoot Business Centre which were partially offset by the sale of the Eastview Building.

## LIABILITIES

Liabilities increased from \$70,500,000 at the end of 2001 to \$105,284,000 at the end of 2002 primarily due to increased borrowing activity. The major changes in liabilities include:

- Provision for land development costs is the unexpended portion of the cost required to complete a registered subdivision plan to service any given phase of development. The gross costs are recorded in land under development and are charged to cost of sales when the inventory is sold. The provision for land development costs can vary depending upon the timing of cash payments required to complete construction, the timing of construction work, the timing of new projects and the amount of construction work carried forward into the new year. The provision for land development costs increased by \$7,392,000 during the year because of a combination of the above factors.
- Debt on land held for future development in the amount of \$28,760,000 (Note 7) increased by \$17,133,000 based on new debt of \$22,564,000 on land purchased during the year less repayments of \$5,431,000. New debt includes vendor financing of \$10,286,000 and bank loans of \$12,278,000.
- Debt on Capital assets in the amount of \$31,170,000 (Note 8) reflects financing placed on capital assets (Note 4), which have a net book value of \$33,757,000. The increase in debt of \$14,571,000 is a result of the Company placing new financing on 4 properties generating net loan proceeds of \$15,870,000, plus debt assumed of \$1,971,000, less principal repayments of \$3,270,000. Debt repayments includes \$972,000 on an asset that was refinanced, \$1,417,000 on an asset that was sold and \$881,000 related to monthly principal payments.

## RISK

The nature of the Company's business, along with 96% of its assets being located in Alberta, could make the Company subject to greater risks than companies that are more geographically diversified.

Various factors which are not in management's control can impact the Company's business. These factors include:

- interest and inflation rates;
- general economic conditions in the regions in which the Company operates;
- population growth and migration;
- job creation and employment patterns;



52 Guy Pelletier  
Vice-President &  
Regional Manager  
6 years of service  
15 industry experience

53 Shauna Hansen  
Administrator  
2 years of service  
10 industry experience

54 Neil Johnson  
Senior Regional Manager  
6 years of service  
18 industry experience

55 Doug G. Alton  
Manager  
8 years of service  
8 industry experience

56 Bryan Copp  
Manager/Head Professional  
20 years of service  
43 industry experience

57 Tom Van Tetering  
Superintendent  
6 years of service  
15 industry experience





- consumer confidence;
- pricing of input costs;
- competitors strategies;
- government policies, regulations and taxation; and
- availability of financing for real estate assets.

Management believes that the economic outlook for Alberta is favourable and should continue as long as provincial and municipal governments practice fiscal policies that fuel migration into the economically strong Province of Alberta. The Company intends to continue its conservative policies on acquisitions and developments.

## LIQUIDITY AND CAPITAL RESOURCES

The Company has an ongoing requirement for capital to finance its operations. The Company has an agreement with a major chartered bank, which replaced conventional project financing with a credit facility. Specific agreements receivable, specific lot inventory and a general security agreement are pledged as collateral for this credit facility. This credit facility may be terminated by the bank upon one year's notice. The facility limits can be modified to meet the Company's needs. The Company also has a credit facility to provide letters of credit.

At December 31, 2002 the Company had \$23,900,000 (2001 - \$13,100,000) in approved and undrawn facilities to cover its operations. Based on the consolidated assets and liabilities at December 31, 2002 (assuming loan limits were increased and existing loan rules were used), the Company has the potential to increase its credit facility to approximately \$53,000,000 plus letters of credit. Since loan rules attract a monthly standby fee from the bank for loans approved but not used, the Company limits the credit facility to include only the amount it could require based on annual budget information and maximum cash requirements.

Financing opportunities for the Company's capital assets continue to be reviewed.

The Company's debt to equity ratio was 0.83:1 at December 31, 2002 compared to 0.66:1 at December 31, 2001.

Management believes that with the projected level of operations for 2003, our minimal capital commitments and the availability of funds under the established credit facility, the Company will have sufficient capital to fund its operations.

## ASSUMPTIONS FOR 2003

The Company's Business Plan for 2003 is based upon the following assumptions:

- the Canadian economy will be slightly slower in 2003 compared to the exceptional level of economic activity achieved in 2002, with economic growth in Alberta to be higher than the national average;
- the population of Alberta will continue to increase;
- interest rates will increase marginally during the year as economic conditions improve; and
- the residential housing starts in Alberta will be about the same as in 2001 (i.e. about 25% lower than in 2002), with declines in Edmonton, Calgary and Red Deer.

This Management's Discussion and Analysis contains statements about expected future events and financial and operating results of the Company that are forward looking and subject to risks and uncertainties. Accordingly, the Company's actual results could differ materially from those expressed or implied by such statements. Such statements and information are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations generally. The Company disclaims any intention or obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise.



# Consolidated Statements of Earnings and Retained Earnings

For the years ended December 31 (\$000's)

	<b>2002</b>	2001
Revenue	<b>110,565</b>	82,607
Cost of sales	<b>(67,630)</b>	(50,612)
	<b>42,935</b>	31,995
Interest income	<b>1,716</b>	1,416
Interest expense (Note 12)	<b>(1,530)</b>	(1,765)
General and administrative expenses	<b>(8,062)</b>	(6,838)
Gain on sale of capital assets	<b>1,004</b>	34
Earnings before income taxes	<b>36,063</b>	24,842
Income tax expense		
Current	<b>(10,912)</b>	(8,203)
Future	<b>(2,062)</b>	(668)
	<b>(12,974)</b>	(8,871)
Net earnings for the year	<b>23,089</b>	15,971
Retained earnings, beginning of the year	<b>98,325</b>	85,099
Dividends	<b>(3,051)</b>	(2,738)
Cost of common shares purchased in excess of stated capital	<b>(176)</b>	(7)
Retained earnings, end of the year	<b>118,187</b>	98,325
Basic earnings per share (Note 11)	<b>7.58</b>	5.26
Diluted earnings per share (Note 11)	<b>7.41</b>	5.21

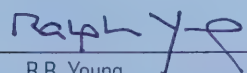


# Consolidated Balance Sheets

As at December 31 (\$000's)	2002	2001
<b>ASSETS</b>		
Cash and cash equivalents	7,105	1,325
Accounts receivable	2,914	2,912
Agreements receivable (Note 2)	57,094	43,704
Land under development	32,139	35,558
Land held for future development (Note 3)	84,765	53,097
Capital assets (Note 4)	42,710	37,508
Other assets	5,068	3,114
	<b>231,795</b>	<b>177,218</b>
<b>LIABILITIES</b>		
Bank operating loan (Note 5)	839	11,929
Accounts payable and accrued liabilities	16,410	11,116
Provision for land development costs	13,763	6,371
Debt on land under development (Note 6)	770	1,348
Debt on land held for future development (Note 7)	28,760	11,627
Debt on capital assets (Note 8)	31,170	16,599
Future income taxes (Note 9)	13,572	11,510
	<b>105,284</b>	<b>70,500</b>
<b>SHAREHOLDERS' EQUITY</b>		
Share capital (Note 10)	6,946	6,705
Retained earnings	118,187	98,325
Currency translation adjustment	1,378	1,688
	<b>126,511</b>	<b>106,718</b>
	<b>231,795</b>	<b>177,218</b>

## SIGNED ON BEHALF OF THE BOARD

PER:  Director  
T.C. Melton

PER:  Director  
R.B. Young



# Consolidated Statements of Cash Flows

For the years ended December 31 (\$000's)

	2002	2001
<b>Cash flows from / (used in) operating activities</b>		
Net earnings for the year	23,089	15,971
Non cash items:		
Depreciation and amortization	906	832
Gain on sale of capital assets	(1,004)	(34)
Future income taxes	2,062	668
	25,053	17,437
Agreements receivable	(13,390)	(8,777)
Development activities (Note 17)	13,372	6,609
Operating assets and liabilities (Note 17)	3,338	1,900
Currency translation adjustment	(310)	473
	28,063	17,642
<b>Cash flows from/(used in) investing activities</b>		
Purchase of land held for future development	(23,943)	(3,481)
Proceeds from sale of capital assets	2,072	57
Capital asset additions	(5,205)	(11,974)
	(27,076)	(15,398)
<b>Cash flows from/(used in) financing activities</b>		
Bank operating loan repayments	(11,090)	(2,159)
Project loan advances	80	1,820
Project loan repayments	(658)	(858)
Non vendor take back loans on land purchased	12,278	-
Repayment of debt on land held for future development	(5,431)	(2,710)
Debt incurred on capital assets	15,870	5,415
Repayment of debt on capital assets	(3,270)	(997)
Dividends	(3,051)	(2,738)
Share capital issued	256	135
Common shares purchased	(191)	(8)
	4,793	(2,100)
Increase/(decrease) in cash and cash equivalents during the year	5,780	144
Cash and cash equivalents, beginning of the year	1,325	1,181
<b>Cash and cash equivalents, end of the year</b>	<b>7,105</b>	<b>1,325</b>



# Notes to Consolidated Financial Statements

## 1. ACCOUNTING POLICIES

These consolidated financial statements have been prepared by management in accordance with accounting principles generally accepted in Canada. The precise determination of many assets and liabilities is dependent upon future events. Accordingly, the preparation of financial statements for a reporting period necessarily involves the use of estimates and approximations which have been made using careful judgement. Significant areas requiring the use of management estimates relate to the determination of provision for land development costs and potential impairment of assets. Actual results could differ from those estimates. The consolidated financial statements have, in management's opinion, been properly prepared within reasonable limits of materiality and within the framework of the accounting policies summarized below.

### a) Basis of consolidation

These consolidated financial statements include:

- (i) The accounts of Melcor Developments Ltd. and its wholly-owned subsidiary companies (the "Company"):  
Melcor Developments Arizona, Inc.  
Melcor Lakeside Inc.  
Stanley Investments Inc.
- (iii) Investments in eleven (2001 - eight) joint ventures are accounted for using the proportionate consolidation method.

### b) Recognition of revenue

Revenue is recognized as follows:

- (i) Community Development – revenue from the sale of land is recognized when a minimum 15% of the sale price has been received, the sale is unconditional and possession has been granted.
- (ii) Property Development – revenue from the transfer of developed income properties to the Investment Properties Division are recorded when the property is 75% leased and occupied.
- (iii) Investment Property – rental revenue from properties is recognized over the term of the related lease agreement as amounts become due.
- (iv) Recreation Property – revenue from golf courses is recognized as services are provided.

### c) Capitalization of costs

- (i) Community Development – The Company capitalizes all direct costs relating to land held for future development and land under development projects. In addition, carrying costs such as interest on debt specifically related to the project, property taxes and interest on general debt considered applicable to the investment in the project are capitalized. Where the net realizable values of specific properties held for development do not exceed their capitalized carrying value, any additional interest and carrying costs relating to the properties are charged to current operations and are not capitalized. Administrative overhead expenses are not capitalized.
- (ii) Property Development and Investment Properties – For acquired and constructed properties, building revenues and operating costs are capitalized as part of the cost of the property until the property is 75% occupied by tenants, subject to a reasonable period dependent on the nature of the property.

### d) Cash and cash equivalents

Cash and cash equivalents are comprised of cash and short-term securities with maturity dates of less than nine months from the date they were acquired. These items are carried at cost or amortized cost as appropriate.

### e) Land under development

- (i) Land under development is recorded at the lower of cost and net realizable value.
- (ii) The total estimated carrying, servicing and development costs (net of recoveries) are recorded as a liability at the time that plan registration has been completed. The unexpended portion of these costs is shown as "Provision for land development costs" on the balance sheet. Whenever the estimate is known to be materially different from the actual costs incurred, an adjustment is made to the liability with a corresponding adjustment to cost of sales and land under development.
- (iii) The total costs of a project are allocated to individual lots sold on the basis of the anticipated selling price at the date of plan registration.



**f) Land held for future development**

Land held for future development includes the undeveloped land cost, the capitalized carrying costs related to holding the land and those development costs (net of recoveries) that have been incurred prior to the land being transferred to land under development. Land held for future development is recorded at the lower of cost and net realizable value. The cost of land and carrying costs are transferred to land under development on a prorated acreage basis to each phase of a project at the time that plan registration has been completed.

**g) Capital assets**

Capital assets are depreciated using the declining balance method of depreciation, over their estimated useful life, at rates from 4% to 30%. Investment properties are depreciated using the sinking fund method based upon an estimated useful life of 20 to 45 years and are recorded at the lower of cost less accumulated depreciation and net recoverable amount.

**h) Other assets**

Other assets includes prepaid expenses, sundry assets and tenant leasing costs. These assets are amortized on a straight line basis over the estimated useful lives or lease period.

**i) Income taxes**

Future income taxes are recognized at substantively enacted tax rates for the future income tax consequences attributable to differences between the carrying values of assets and liabilities and their respective income tax bases.

**j) Foreign currency translation**

The Company's foreign operation is of a self-sustaining nature. Assets and liabilities of the foreign operation are translated at the exchange rates in effect at the balance sheet date and revenues and expenses are translated at average exchange rates for the year. Gains or losses on translation are shown as a separate component of shareholders' equity.

**k) Per share amounts**

The Company adopted the treasury stock method for calculation of diluted earnings per share under which deemed proceeds of the exercise of options are considered to be used to reacquire common shares at an average share price.

**l) Stock option plan**

Effective January 1, 2002, the Company adopted new CICA Handbook Section 3870 Stock-Based Compensation and Other Stock-Based Payments which recommends the fair value based methodology for measuring compensation costs. As permitted under the new rules, the Company did not adopt the provisions in respect of the fair value method of accounting for employee stock options and will continue to record compensation expense only if the exercise price of each option is less than the market value at the date immediately preceding the grant. The Company was not impacted by the requirements to determine the fair value of certain other stock-based transactions.

The Company is required, under the new standard, to disclose pro forma net earnings and pro forma earnings per share as if the fair value based method of accounting had been used to account for stock options granted to employees. This method of accounting uses an option-pricing model to determine the fair value of stock options granted and the amount is amortized over the period the employee services are rendered (see Note 10 (f)).

**2. AGREEMENTS RECEIVABLE**

Agreements receivable are due within one year except for \$6,890,000 (2001 - \$3,981,000) which is due in 2004. Subsequent to the interest adjustment date, which provides an interest relief period of four months to registered builders, these receivables earn interest at prime plus one percent (5.5% at December 31, 2002 and 5.0% at December 31, 2001) and are secured by the specific real estate sold. Agreements receivable relate primarily to land sales in Alberta and, accordingly, collection risk is related to the economic conditions of that region.

**3. LAND HELD FOR FUTURE DEVELOPMENT**

(\$000's)

	<b>2002</b>	<b>2001</b>
Land and carrying costs	<b>60,560</b>	46,149
Deposits on land purchases	<b>9,405</b>	—
Pre-development costs	<b>14,800</b>	6,948
	<b>84,765</b>	53,097

During the year the Company purchased land in the amount of \$34,230,000 (2001 - \$7,443,000) and received vendor financing in the amount of \$10,286,000 (2001 - \$3,963,000). At December 31, 2002, the Company made cash deposits on land purchases of \$9,405,000 that closed subsequent to year end.



#### 4. CAPITAL ASSETS

(\$000's)

	2002			2001		
	Cost	Accum. Depn.	Net Book Value	Cost	Accum. Depn.	Net Book Value
Commercial properties	40,854	(4,292)	36,562	35,119	(3,931)	31,188
Manufactured home community and related assets	3,365	(303)	3,062	3,351	(256)	3,095
Golf courses and related assets	5,432	(2,644)	2,788	5,343	(2,416)	2,927
Computerware and furniture	789	(506)	283	881	(602)	279
Other buildings and equipment	31	(16)	15	31	(12)	19
	50,471	(7,761)	42,710	42,710	(7,217)	37,508

During the year, the Company completed the development of one property and purchased three properties including one with an existing mortgage of \$1,971,000.

#### 5. BANK OPERATING LOAN

The Company has pledged agreements receivable, specific lot inventory and a general security agreement as collateral for its credit facility. This facility may be terminated by the bank upon one year's notice. Interest is paid monthly at rates varying from prime plus 0.5% to prime plus 1.0% (5.0% - 5.5% at December 31, 2002 and 5.0% at December 31, 2001).

#### 6. DEBT ON LAND UNDER DEVELOPMENT

Debt on land under development consists of project loans at prime plus 1.25% (5.75% at December 31, 2002 and 5.0% at December 31, 2001) which mature in 2004. Specific real estate, promissory notes, insurance proceeds, a general assignment of agreements receivable and specific development agreements have been pledged as collateral for this debt.

#### 7. DEBT ON LAND HELD FOR FUTURE DEVELOPMENT

(\$000's)

	2002	2001
Agreements payable with interest at the following rates:		
Fixed rates of 4.0% to 7.5%	16,484	10,222
Variable rate of prime plus 1.0% to prime plus 1.5% (5.5% and 6.0% at Dec. 31/02 and 5.5% at Dec. 31/01)	11,887	1,206
	28,371	11,428
Accrued interest	389	199
	28,760	11,627

Specific land held for future development with a book value of \$51,173,000 (2001 - \$23,595,000) has been pledged as collateral for the above debt. The weighted average interest rate, based on year end balances, is 5.8% (2001 - 5.9%).

The agreements mature in 2003 to 2009 and the minimum principal payments due within each of the next five years are as follows: 2003 - \$5,323,000; 2004 - \$5,222,000; 2005 - \$5,354,000; 2006 - \$2,237,000; 2007 - \$2,487,000.

#### 8. DEBT ON CAPITAL ASSETS

(\$000's)

	2002	2001
Mortgages amortized over 20 years at rates varying from prime plus .75% to prime plus 1.25% (5.25% - 5.75% at Dec. 31/02 and 4.75% - 5.0% at Dec. 31/01)	4,002	3,319
Mortgages amortized over 20 to 25 years at fixed rates varying from 5.82% to 7.82%	27,168	13,280
	31,170	16,599

Specific capital assets with a net book value of \$33,757,000 (2001 - \$20,208,000), assignment of applicable rents and insurance proceeds have been pledged as collateral for the above debt. The weighted average interest rate at December 31, 2002, based on year end balances, is 6.7% (2001 - 6.5%).

Principal payments due within each of the next five years, assuming renewal at similar terms are: 2003 - \$1,227,000; 2004 - \$1,315,000; 2005 - \$1,404,000; 2006 - \$1,498,000; 2007 - \$1,599,000.

Principal payments due within each of the next five years assuming no renewal are: 2003 - \$7,395,000; 2004 - \$2,179,000; 2005 - \$747,000; 2006 - \$7,474,000; 2007 - \$971,000.

## 9. FUTURE INCOME TAXES

(\$000's)	2002	2001
Capital asset book values in excess of tax values	2,991	2,981
Reserve on amounts due in subsequent years	7,922	6,116
Interest and other costs deducted for tax purposes	1,070	1,109
Tenant leasing costs	1,586	956
Other	3	348
	<b>13,572</b>	<b>11,510</b>

The timing of payment of future income taxes is dependent upon the timing of development and sale of the related assets and on the timing of the receipt of cash relating to agreements receivable. Income taxes paid during the year were \$10,175,000 (2001 - \$7,176,000). Income tax expense is calculated as follows:

(\$000's)	2002	2001
Income tax at statutory rate (2002 - 39.24%; 2001 - 42.11%)	14,151	10,434
Increase/(decrease) resulting from:		
Benefit recorded for substantively enacted future tax rate reductions	(300)	(1,030)
Non deductible expenses and other	(877)	(533)
Income tax expense	<b>12,974</b>	<b>8,871</b>

## 10. SHARE CAPITAL

### (a) Common Shares

	2002		2001	
	Number of Shares Issued	Amount (\$000's)	Number of Shares Issued	Amount (\$000's)
Common shares, beginning of the year	3,045,723	6,705	3,038,903	6,571
Share options exercised	13,190	256	7,220	135
Shares purchased and cancelled	(6,800)	(15)	(400)	(1)
Common shares, end of the year	<b>3,052,113</b>	<b>6,946</b>	<b>3,045,723</b>	<b>6,705</b>

Authorized:

Common shares	10,000,000
First Preferred Shares, non-voting, issued in series	5,000,000

During the year, the Company purchased shares at an average price of \$28.03 (2001 - \$20.00) per share for total consideration of \$190,600 (2001 - \$8,000) pursuant to the Normal Course Issuer Bid Circular. The current bid allows the Company to purchase an additional 151,000 shares prior to the expiry of the bid on September 15, 2003.

### (b) Stock Option Plan

On September 28, 2000 the Company's Board of Directors approved a stock option plan ("the Plan"). Under the Plan, the Company may grant options to full-time salaried employees and designated contractors after one year of service. The plan requires that the option price shall not be less than the weighted average trading price for the 20 consecutive days during which shares traded on the TSX immediately prior to the granting of the option. The options vest at 20% per year and expire seven years from the date of issuance and may be exercised into common shares on a one-for-one basis.

### (c) Options Available for Granting

(\$000's)	2002	2001
Options available, beginning of the year	130,400	143,500
Options granted	(97,100)	(15,500)
Options forfeited	6,600	2,400
Options available, end of the year	<b>39,900</b>	<b>130,400</b>



**(d) Options Outstanding Under the Plan**

	<b>2002</b>		<b>2001</b>	
	<b># of Options</b>	<b>Weighted Average Option Price</b>	<b># of Options</b>	<b>Weighted Average Option Price</b>
Options outstanding, beginning of the year	162,380	18.73	156,500	18.73
Options granted	97,100	35.65	15,500	24.28
Options exercised	(13,190)	19.39	(7,220)	18.73
Options forfeited	(6,600)	24.74	(2,400)	21.04
Options outstanding, end of the year	239,690	25.72	162,380	19.23

**(e) Options Outstanding and Exercisable Under the Plan**

<b>Option Expiry Date</b>	<b>Outstanding Options (#)</b>	<b>Option Price Per Share (\$)</b>	<b>Exercisable at Dec. 31, 2002</b>
September 28, 2007	134,690	18.73	42,230
July 26, 2008	9,500	24.28	1,900
July 25, 2009	12,400	38.58	—
October 25, 2009	80,000	35.30	—
December 12, 2009	3,100	34.95	—
	<b>239,690</b>		<b>44,130</b>

**(f) Pro Forma Earnings Including Stock-Based Compensation Expense**

As permitted by CICA Handbook Section 3870 Stock-Based Compensation and Other Stock-Based Payments, the Company has elected to continue recording compensation expense only when the exercise price of stock options granted to employees is less than the market value at the date immediately preceding the grant.

If compensation costs had been determined based on the fair value of the options at the grant date, using the Black-Scholes option-pricing model, additional compensation expense would have been recorded in the statement of earnings for the year, with pro forma results presented below.

	<b>2002</b>
Net earnings as reported	23,089,000
Compensation expense	(27,000)
Pro forma net earnings	23,062,000
Pro forma earnings per share	7.57
Pro forma diluted earnings per share	7.40

The following weighted-average assumptions were used in the Black-Scholes calculations for stock options granted during the period:

Annualized volatility	18%	Annual Dividend rate	3%
Risk-free interest rate	5%	Expected life of options in years	6.5

**11. PER SHARE AMOUNTS**

Basic net earnings per share is calculated by dividing the Company's net earnings by the weighted average number of common shares outstanding during the year. Diluted earnings per share is calculated to give dilutive effect to share options.

	<b>2002</b>	<b>2001</b>
Basic weighted average shares outstanding during the year	3,046,979	3,039,101
Exercise of options	68,466	26,818
Diluted weighted average shares	3,115,445	3,065,919

Weighted average shares for 2001 was calculated based on the date the stock-based compensation plan was approved by the shareholders, May 17, 2001.

## 12. INTEREST EXPENSE

(S'000's)	2002	2001
Interest on bank operating loan and other indebtedness	70	435
Interest on debt – land	1,317	952
Interest on debt – capital assets	1,270	1,082
	2,657	2,469
Less interest on land debt capitalized	(1,127)	(704)
	1,530	1,765

Cumulative interest capitalized at the end of the year is \$4,564,000 (2001 - \$4,600,000). Interest paid during the year was \$2,457,000 (2001 - \$2,448,000).

## 13. INTEREST RATE RISK

The Company's debt consists of loans that are subject to interest rate fluctuations. For each 1% change in the rate of interest on loans subject to floating rates, the change in annual interest expense is approximately \$175,000 (2001 - \$178,000) based upon year end debt balances. This amount is partially offset by the interest earned on agreements receivable which is also subject to interest rate fluctuations.

## 14. JOINT VENTURES

(S'000's)	Assets	Liabilities	Revenue	Earnings	CASH FLOWS FROM/(USED IN)		
					Operating Activities	Investing Activities	Financing Activities
2002	50,034	28,785	25,947	7,325	3,867	(8,334)	6,198
2001	33,467	17,522	15,507	4,397	2,748	(719)	1,343

The above table includes the Company's proportionate share of the assets, liabilities, revenue, earnings and cash flow information of eleven joint ventures (2001 – eight) that are proportionately consolidated in these financial statements.

## 15. SEGMENTED INFORMATION

Since the Company is involved in several activities, the financial information supplied in aggregate terms does not provide sufficient information to enable an understanding of the contribution of each activity to the Company as a whole.

The Company's reportable segments are strategic business units that offer different products and services. They are managed separately because each business unit requires different management skills and marketing strategies. The accounting policies of the segments are the same as those described in the summary of significant accounting policies.

In the following schedules, earnings from operations before income tax expense has been calculated for each segment by deducting from revenues of the segment all direct costs and administrative expenses which can be specifically attributed to the segment, as this is the basis for measurement of segment performance. Common costs, which have not been allocated, are the costs of corporate debt and general corporate expenses. The allocation of these costs on an arbitrary basis to the segments would not assist in the evaluation of the segments' contributions.

Inter-segment transactions are entered into under terms and conditions similar to those with unrelated third parties. Any inter-segment sales and the unrealised profits therefrom have been eliminated.

### Development

#### Community Development

This division is responsible for purchasing and developing land to be sold as residential and commercial lots.

#### Property Development

This division develops income properties which, when completed, are transferred to the Investment Property Division which will hold and manage the asset.



## Investment/Recreation Property

### Investment Property

The Company owns 19 properties, which it holds to earn rental income.

### Recreation Property

The Company owns and manages two 18 hole golf course operations (one of which is 60% owned).

(000's)	2002		2001	
OPERATING SEGMENTS	Revenue	Earnings	Revenue	Earnings
Community Development	102,991	36,426	75,138	27,241
Property Development	13,650	1,860	2,600	242
Investment Property	7,651	1,971	7,293	210
Recreation Property	2,908	676	2,701	593
Common interest	168	168	118	118
Inter-segment eliminations	(15,087)	(2,117)	(3,827)	(365)
	<u>112,281</u>	<u>38,984</u>	<u>84,023</u>	<u>28,039</u>
Interest expense		(69)		(435)
Common costs		(2,852)		(2,762)
Earnings before income tax expense		36,063		24,842
Income tax expense		(12,974)		(8,871)
Net earnings for the year		23,089		15,971

(000's)	Depreciation and amortization		Capital expenditures		Total carrying value of identifiable assets	
	2002	2001	2002	2001	2002	2001
Community Development	3	3	—	—	176,025	134,238
Property Development	—	—	1,796	6,968	61	7,938
Investment Property	549	475	5,152	4,525	44,915	30,150
Recreation Property	249	263	120	379	2,994	3,090
Common	105	91	108	102	7,800	1,802
	<u>906</u>	<u>832</u>	<u>7,176</u>	<u>11,974</u>	<u>231,795</u>	<u>177,218</u>

## 16. FAIR VALUE OF FINANCIAL INSTRUMENTS

Financial instruments consists of cash and cash equivalents, accounts receivable, agreements receivable, bank operating loan, accounts payable and accrued liabilities, debt on land under development, debt on land held for future development and debt on capital assets.

The Company believes that the fair value of financial instruments approximates their carrying values. The fair value of cash and cash equivalents, accounts receivable, bank operating loan, accounts payable and accrued liabilities approximate their carrying value due to their short-term nature. The fair value of debt on land under development, debt on land held for future development and debt on capital assets are estimated based on quoted market rates for similar instruments with similar terms.

## 17. DEFINITIONS FOR STATEMENTS OF CASH FLOWS

Development activities is defined as the net of land held for future development before purchases of land, land under development and provision for land development costs. Change in other operating assets and liabilities is defined as the net of accounts receivable, other assets and accounts payable and accrued liabilities.

## 18. COMPARATIVE FIGURES

Where applicable, the comparative figures have been reclassified to conform to the current year's financial statement presentation.

## Management's Responsibility for Financial Reporting

The Annual Report, including the consolidated financial statements, is the responsibility of the management of the Company. The financial statements have been prepared in accordance with the recommendations of the Canadian Institute of Chartered Accountants and the Canadian Institute of Public Real Estate Companies in all material respects. Financial information contained elsewhere in this Report is consistent with the information contained in the financial statements.

Management maintains a system of internal controls which provides reasonable assurance that the assets of the Company, its subsidiaries and joint ventures are safeguarded and which facilitates the preparation of relevant, timely and reliable financial information which reflects, where necessary, management's best estimates and judgements based on informed knowledge of the facts.

The Board of Directors is responsible for ensuring that management fulfills its responsibilities and for final approval of the consolidated financial statements. The Board has appointed an Audit Committee comprising four unrelated and independent directors to approve, monitor, evaluate, advise or make recommendations on matters affecting the external audit, the financial reporting and the accounting controls, policies and practices of the Company under its terms of reference.

The Audit Committee meets at least four times per year with management and with the independent auditors to satisfy itself that they are properly discharging their responsibilities. The consolidated financial statements and the Management Discussion and Analysis have been reviewed by the Audit Committee and approved by the Board of Directors of Melcor Developments Ltd.

PricewaterhouseCoopers LLP, independent external auditors appointed by the shareholders, have examined the consolidated financial statements and have read Management's Discussion and Analysis. Their report as auditors is set forth below.

## Auditors' Report

To the Shareholders of Melcor Developments Ltd.

We have audited the consolidated balance sheets of Melcor Developments Ltd. as at December 31, 2002 and 2001 and the consolidated statements of earnings and retained earnings and cash flows for the years then ended. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.

In our opinion, these consolidated financial statements present fairly, in all material respects, the financial position of the company as at December 31, 2002 and 2001 and the results of its operations and its cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.

*PricewaterhouseCoopers LLP*

Chartered Accountants  
Edmonton, Alberta  
February 21, 2003



# Land and Property Holdings

## LAND INVENTORY

	Land Under Development			Land Held for Future Development
	Residential Lots	Residential Acres	Commercial / Industrial Acres	Total Acres
<b>NORTHERN ALBERTA</b>				
Edmonton	234	2	21	783
County of Parkland/Spruce Grove	70	3	15	1,116
Leduc	4	2	22	314
St. Albert	19	—	—	89
County of Strathcona	5	—	—	—
<b>SOUTHERN ALBERTA</b>				
Calgary	12	—	3	401
M.D. Rockyview/Airdrie	—	—	—	1,425
Chestermere	91	4	7	163
Lethbridge	56	—	—	323
<b>CENTRAL ALBERTA</b>				
Red Deer	120	—	—	312
<b>CENTRAL BRITISH COLUMBIA</b>				
Kelowna	—	—	—	119
<b>ARIZONA</b>				
Phoenix	—	—	—	5
Tucson	2	—	—	147
DECEMBER 31, 2002	613	11	68	5,197
DECEMBER 31, 2001	859	22	33	4,378

## INVESTMENT / RECREATION PROPERTIES

Buildings	Year Acquired	Rental Area (sq. ft.)	% Leased	Other Properties
<b>BUILDINGS</b>				<b>MANUFACTURED HOME COMMUNITY</b> <b>CALGARY, AB</b> Watergrove (*) (308 units / 100% leased) 1995
<b>EDMONTON, AB</b>				
Melton Building	1973	112,933	72	<b>LAND SITES</b> <b>EDMONTON, AB</b> 104 Street Parking Lot #1 2001 104 Street Parking Lot #2 2002
Corinthia Plaza (Leduc, AB)	1975	23,143	74	
Westcor Building	1978	70,835	100	<b>CALGARY, AB</b> One Acre Land Lease 1999 9th Street Site 1980
Princeton Place	1999	58,585	65	
Capilano Centre (*)	1999	98,456	75	<b>GOLF COURSES</b> <b>EDMONTON, AB</b> The Links at Spruce Grove 1983 Lewis Estates Golf Course (*) 1997
Trans Alta Place	2000	47,096	85	
Birks Building	2001	32,464	66	
Westgate Business Centre	2001	63,871	97	
Glentel Building	2002	15,968	100	
Associated Centre	2002	78,435	92	
<b>CALGARY, AB</b>				
Kensington Road Building	1980	23,851	100	
Crowfoot Business Centre	2002	68,623	84	
<b>REGINA, SK</b>				
Albert Street Building	1979	6,150	100	
University Park Shopping Centre	1981	41,194	93	
		741,604	83	

Note:

(\*) Joint Venture

## Five Year Review

Balance Sheet (\$000s)	2002	2001	2000	1999	1998
<b>Assets</b>					
Cash and cash equivalents	<b>7,105</b>	1,325	1,181	8,404	11,544
Accounts receivable	<b>2,914</b>	2,912	1,980	1,761	3,140
Agreements receivable	<b>57,094</b>	43,704	34,927	30,574	32,934
Land under development	<b>32,139</b>	35,558	43,796	37,443	35,287
Land held for future development	<b>84,765</b>	53,097	48,240	49,808	48,263
Capital assets	<b>42,710</b>	37,508	26,390	23,973	21,018
Prepaid and other assets	<b>5,068</b>	3,114	2,272	1,387	1,404
	<b>231,795</b>	177,218	158,786	153,350	153,590
<b>Liabilities and Shareholders' Equity</b>					
Bank operating loan	<b>839</b>	11,929	14,088	—	—
Accounts payable and accrued liabilities	<b>16,410</b>	11,116	7,443	7,109	8,937
Bank term loan	—	—	—	—	1,900
Provision for land development costs	<b>13,763</b>	6,371	10,587	9,588	12,285
Debt on land under development	<b>770</b>	1,348	386	13,823	12,719
Debt on land held for future development	<b>28,760</b>	11,627	10,374	12,128	12,337
Debt on capital assets	<b>31,170</b>	16,599	12,181	14,528	13,316
Future income taxes	<b>13,572</b>	11,510	10,842	10,597	11,133
Share capital	<b>6,946</b>	6,705	6,571	6,712	6,777
Retained earnings	<b>119,565</b>	100,013	86,314	78,865	74,186
	<b>231,795</b>	177,218	158,786	153,350	153,590

Statement of Earnings (\$000s)	2002	2001	2000	1999	1998
Revenue	<b>110,565</b>	82,607	61,221	46,563	57,661
Cost of sales	<b>(67,630)</b>	(50,612)	(37,196)	(27,782)	(34,666)
	<b>42,935</b>	31,995	24,025	18,781	22,995
Interest income	<b>1,716</b>	1,416	1,149	1,658	1,337
Interest expense	<b>(1,530)</b>	(1,765)	(1,538)	(1,276)	(1,485)
General and administrative expenses	<b>(8,062)</b>	(6,838)	(5,822)	(5,069)	(5,452)
Gain on sale of capital assets	<b>1,004</b>	34	479	18	61
Earnings before income tax expense	<b>36,063</b>	24,842	18,293	14,112	17,456
Income tax expense	<b>(12,974)</b>	(8,871)	(7,663)	(6,345)	(7,797)
Net earnings for the year	<b>23,089</b>	15,971	10,630	7,767	9,659

Statistical (\$)	2002	2001	2000	1999	1998
Earnings per share - basic	<b>7.58</b>	5.26	3.48	2.50	3.05
Cash flow per share - basic	<b>8.22</b>	5.74	3.64	2.58	3.55
Number of shares - year end (000's)	<b>3,052</b>	3,046	3,039	3,104	3,134
Shareholders equity - book value per share	<b>41.45</b>	35.04	30.57	27.57	25.83
- total (\$000s)	<b>126,511</b>	106,718	92,885	85,577	80,963
Dividends - per share	<b>1.00</b>	.90	.80	.70	.60
Share price range - per share	<b>26.50-42.50</b>	20.00-28.50	17.00-20.25	16.05-19.75	15.50-21.50



# Segmented Operating Review

(\$000s)	2002	2001	2000	1999	1998
<b>Community Development Division</b>					
Revenue	101,422	73,778	56,554	41,582	50,279
Cost of sales	(62,567)	(44,746)	(34,480)	(25,308)	(31,178)
	38,855	29,032	22,074	16,274	19,101
Interest revenue	1,569	1,360	1,012	1,289	774
Interest expense	(252)	(328)	(205)	(100)	(148)
	40,172	30,064	22,881	17,463	19,727
Administrative expenses	(3,746)	(2,823)	(3,242)	(2,812)	(2,733)
Earnings	36,426	27,241	19,639	14,651	16,994

## Property Development

Interdivisional sale	13,650	2,600	—	—	—
Cost of sale	(11,533)	(2,230)	—	—	—
Gross earnings	2,117	370	—	—	—
Administrative expenses	(257)	(128)	—	—	—
Earnings	1,860	242	—	—	—

## Investment Property Division

Rental operations	7,651	6,218	4,857	4,123	3,955
Land sales	—	1,075	—	—	1,617
Total operating revenue	7,651	7,293	4,857	4,123	5,572
Operating expenses	(4,702)	(3,834)	(2,854)	(2,065)	(1,722)
Interest expense	(1,219)	(1,017)	(994)	(1,077)	(1,139)
Cost of land sales	—	(1,579)	—	—	(1,176)
Total operating costs	(5,921)	(6,430)	(3,848)	(3,142)	(4,037)
Earnings from operations	1,730	863	1,009	981	1,535
Gain on sale of capital assets	991	—	464	—	—
	2,721	863	1,473	981	1,535
Administrative expenses	(201)	(178)	(460)	(161)	(218)
Depreciation expense	(549)	(475)	(390)	(489)	(411)
Asset valuation adjustment	—	—	—	—	—
	(750)	(653)	(850)	(650)	(629)
Earnings	1,971	210	623	331	906

## Golf Courses

Revenue	2,908	2,701	2,630	2,509	2,493
Operating costs	(1,414)	(1,293)	(1,280)	(1,347)	(1,274)
	1,494	1,408	1,350	1,162	1,219
Interest expense	(52)	(65)	(70)	(127)	(156)
Administrative expenses	(529)	(518)	(516)	(472)	(464)
Depreciation expense	(249)	(263)	(258)	(273)	(256)
Gain on sale of capital assets	12	31	15	—	—
Earnings	676	593	521	290	343

## Corporate Information

### CORPORATE OFFICE

900, 10310 Jasper Avenue  
Edmonton, Alberta T5J 1Y8  
(780) 423-6931  
general@melcor.ca  
www.melcor.ca

### DIRECTORS

**William D. Grace (1) (2)**  
Corporate Director  
Edmonton, Alberta

**W. Garry Holmes (1)**  
Corporate Director  
Edmonton, Alberta

**Lou D. Hyndman, Q.C. (1) (2)**  
Partner  
Field Atkinson Perraton,  
Barristers & Solicitors  
Edmonton, Alberta

**Andrew J. Melton**  
Partner  
Avison Young Commercial Real Estate  
Calgary, Alberta

**Timothy C. Melton**  
Executive Chairman  
Melcor Developments Ltd.  
Edmonton, Alberta

**Bruce Saville (2)**  
President  
Saville Group  
Edmonton, Alberta

**Robert Stollery (1) (2)**  
Corporate Director  
Edmonton, Alberta

**Ralph B. Young**  
President & Chief  
Executive Officer  
Melcor Developments Ltd.  
Edmonton, Alberta

### Other Information

**Share Transfer Agent**, CIBC Mellon  
Trust Company, Calgary & Toronto

**Stock Exchange Listing**, The Toronto  
Stock Exchange (Stock symbol: MRD)

**Auditors**, PricewaterhouseCoopers LLP,  
Chartered Accountants, Edmonton

### OFFICERS

**Timothy C. Melton (3)**  
Executive Chairman

**Ralph B. Young (3)**  
President & Chief Executive Officer

**Michael D. Shabada (3)**  
Vice-President, Finance and  
Chief Financial Officer

**Brett A. Halford (3)**  
Vice-President, Administration

**W. Peter Daly (3)**  
Vice-President,  
Land Development Division

### Committees

- (1) Audit
- (2) Corporate Governance &  
Compensation
- (3) Management

### COMMUNITY DEVELOPMENT Edmonton Region

900, 10310 Jasper Avenue T4J 1Y8  
(780) 423-6931

**Randy Sieben**  
Vice-President and Regional Manager

### Calgary Region

204, 400 Crowfoot Crescent N.W.  
T3G 5H6  
(403) 283-3556

**Kent Hystad**  
Vice-President and Regional Manager

**Dave Poppitt**  
Vice-President, Special Projects

### Red Deer Region

502 Parkland Square T4N 6M4  
(403) 343-0817

**Guy Pelletier**  
Vice-President and Regional Manager

### Lethbridge Region

300, 515 – 7th Street South T1J 2G8  
(403) 328-0475

**Neil Johnson**  
Regional Manager

### PROPERTY DEVELOPMENT

900, 10310 Jasper Avenue  
Edmonton, Alberta T5J 1Y8  
(780) 423-6931

**Brian Baker**  
Divisional Manager

### INVESTMENT PROPERTY

#### Commercial Property

900, 10310 Jasper Avenue  
Edmonton, Alberta T5J 1Y8  
(780) 423-6931

**Darin Rayburn**  
Senior Divisional Manager

#### Watergrove Manufactured Home Community

400, 99 Arbour Lake Road  
Calgary, Alberta T3G 4E4  
(403) 547-0200

**Doug G. Alton**  
Manager

### GOLF COURSES

#### The Links at Spruce Grove

P.O. Box 4268  
Spruce Grove, Alberta T7K 3B4  
(780) 962-4653

**Pierre M. Beauchemin**  
Pro / Manager

**Glen Anderson**  
Superintendent

#### Lewis Estates Golf Course

8700 – 207 Street  
Edmonton, Alberta T5T 6A4  
(780) 489-4653

**Bryan A. Copp**  
Pro / Manager

**Tom Van Tetering**  
Superintendent

### FINANCE AND ADMINISTRATION

**Karen Albarda**  
Manager, Accounting Department



## Melcor 2002 Performance Measures (selected)

	1998	% change	1999	% change	2000	% change	2001	% change	2002
<b>ASSETS (\$000)</b>	153,590		153,350		158,786		177,218		<b>231,795</b>
Average annual increase = 12.7%		-0.2%		3.5%		11.6%		30.8%	
<b>SHAREHOLDERS' EQUITY (\$000)</b>	80,963		85,577		92,885		106,718		<b>126,511</b>
Average annual increase = 14.1%		5.7%		8.5%		14.9%		18.5%	
<b>REVENUE (\$000)</b>	57,661		46,563		61,221		82,607		<b>110,505</b>
Average annual increase = 22.9%		-19.2%		31.5%		34.9%		33.8%	
<b>GROSS MARGIN</b>	40%		40%		39%		39%		<b>39%</b>
Five year average = 39%									
<b>ADMIN. EXPENSES / REVENUE</b>	8.2%		9.1%		8.3%		7.3%		<b>6.5%</b>
Five year average = 7.6%		11.2%		-9.0%		-12.3%		-11.0%	
<b>EARNINGS (EBT) (\$000)</b>	17,456		14,112		18,293		24,842		<b>36,063</b>
Average annual increase = 27%		-19%		30%		36%		45%	
<b>BASIC EARNINGS PER SHARE (\$)</b>	3.05		2.50		3.50		5.26		<b>7.58</b>
Average annual increase = 37%		-18%		40%		50%		44%	
<b>AVERAGE SHARE PRICE (\$)</b>	18.19		17.44		18.09		24.79		<b>36.60</b>
Average annual increase = 25%		-4%		4%		37%		48%	
<b>DIVIDEND (\$)</b>	0.60		0.70		0.80		0.90		<b>1.00</b>
Average annual increase = 16.7%		16.7%		14.3%		12.5%		11.1%	
<b>DIVIDEND YIELD</b>	3.3%		4.0%		4.4%		3.6%		<b>2.7%</b>
Five year average = 3.5%									
<b>BOOK VALUE PER SHARE (\$)</b>	25.83		27.57		30.57		35.04		<b>41.45</b>
Average annual increase = 15.1%		6.7%		10.9%		14.6%		18.3%	
<b>AVERAGE BV PER SHARE (\$)</b>	24.46		26.70		29.07		32.81		<b>38.25</b>
Average annual increase = 14%		9%		9%		13%		17%	
<b>AVG. MARKET / AVG. BOOK</b>	0.74		0.65		0.62		0.76		<b>0.96</b>
Five year average = 0.76									
<b>PRICE EARNINGS RATIO</b>	6.0		7.0		5.2		4.7		<b>4.8</b>
Five year average = 5.3									
<b>RETURN ON EQUITY</b>	12.5%		9.3%		11.9%		16.0%		<b>19.8%</b>
Five year average = 14.4%									
<b>RETURN ON ASSETS</b>	6.9%		5.1%		6.8%		9.5%		<b>11.3%</b>
Five year average = 8.2%									
<b>DEBT / EQUITY RATIO</b>	0.90		0.79		0.71		0.66		<b>0.83</b>
Five year average = 0.78									
<b>ASSET TURNOVER</b>	40.9%		30.3%		39.2%		49.2%		<b>54.1%</b>
Five year average = 43.6%									

### Melcor's Asset Base

Melcor has an asset base with a historic cost and with inventory levels which will allow for long term revenue streams and acceptable financial margins.

Melcor's land development asset base is comprised of 5,197 acres of undeveloped lands with a cost base of \$69,965,000 or about \$13,500 per acre.

Approximately 2,780 acres of this land is considered to be long term and is carried at a low cost base.

Melcor's revenue asset base is comprised of 14 buildings with 692,376 square feet of leasable space and a cost base of \$34,546,000 or \$50 per foot adjusted for joint venture interests. The other revenue assets, including the land lease, the manufactured home community and the golf courses, have a cost base of \$7,866,000 net of joint venture interests. Together, they generated revenue of \$10,518,000 and contributed \$2,536,000 towards earnings before income taxes.

